

## Message Text

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ACTION FSI-01

INFO OCT-01 EA-10 ISO-00 EB-07 COME-00 /019 W

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R 100415Z APR 75

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 7492

UNCLAS JAKARTA 4260

E.O. 11652: N/A

TAGS: BCOM, ID

SUBJ: FSI: COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REF: STATE 66617

1. JAKARTA NOMINATES, NAY URGES SELECTION OF MR. AHMAD S. HASYIM, AKA "BOES" (PRONOUNCED BUCE) BORN SEPTEMBER 17, 1926, BANDA ACEH, SUMATRA. BOES' ORIGINAL EMPLOYMENT, SEPTEMBER 1972-APRIL 1973, WITH EMBASSY WAS AS LANGUAGE INSTRUCTOR AND HIS ENGLISH LANGUAGE ABILITY IS OUTSTANDING, WE WOULD RATE HIM AT 4 PLUS, 4 PLUS. HE HAS BEEN EMPLOYED AS A TRADE PROMOTION PROGRAM ASSISTANT SINCE APRIL, 1973. EDUCATION AND WORK EXPERIENCE: DIPLOMA, SENIOR HIGH SCHOOL, 1947; BSC, BOGOR INSTITUTE OF AGRICULTURE, 1958; EMPLOYED ON BIOLOGY FACULTY BOGOR INSTITUTE OF AGRICULTURE 1958-1968; FREE LANCE ENGLISH LANGUAGE INSTRUCTOR 1968-1972.

2. BOES HAS SERVED AS SENIOR EMBASSY INDONESIAN SUPPORT OFFICER FOR U.S. PARTICIPATION IN JAKARTA FAIR 1973 AND USRTC SINGAPORE OFFSITE SOLO, "USAQUIP '74" HELD IN JAKARTA IN MAY, 1974, WHERE HIS INVALUABLE KNOWLEDGE OF CUSTOMS PROCEDURE AND OUTSTANDINGLY EFFECTIVE RELATIONSHIPS WITH PERSONNEL OF AGENTS OF U.S. FIRMS EXHIBITING HELPED LEAD TO USDOC JUDGEMENT THAT THIS FAIR WAS MOST SUCCESSFUL LDC SOLO IN 1974. HE IS CAPABLE, IN OUR JUDGEMENT, OF PROVIDING FULL RANGE OF SUPPORT FOR SUCH AN UNDERTAKING WITH ONLY A MINIMUM OF GUIDANCE. HIS CONTINUING PRIMARY UNCLASSIFIED

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ASSIGNMENTS INCLUDE FULL RESPONSIBILITY FOR IMPLE-

MENTING EMBASSY'S ADS AND TOPS PROGRAMS IN INDONESIA UNDER GENERAL GUIDANCE COMMERCIAL OFFICER. HE IS PRIMARY ASSISTANT IN MARKET SURVEY WORK, SUBSTITUTES AS SENIOR WTDR FSL IN ABSENCE OF TCN ASSIGNED THAT RESPONSIBILITY. HIS EVER WIDENING CIRCLE OF PROFESSIONAL CONTACTS IN JAKARTA MEDIA COMMUNITY AND WORKING RELATIONSHIPS WITH CHAMBER OF COMMERCE AND INDUSTRY AND OTHER TRADE GROUPS IS OF MAJOR DIMENSION IN ASSURING EFFECTIVE PUBLICITY AND OPERATIONAL APPOINTMENTS FOR VISITING INDIVIDUAL BUSINESSMEN AND FOR ORGANIZED GROUPS SUCH AS CURRENT IOGA FROM PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL. BOES PREPARES TRANSLATIONS ON FULL RANGE OF ECONOMIC/COMMERCIAL SUBJECTS ON OWN INITIATIVE AND ON REQUEST. HE SERVES AS CONSULTANT TO BOTH INDONESIAN AND AMERICAN BUSINESSMEN AS REQUIRED.

3. BOES IS OUTSTANDING IN HIS MOTIVATION AND ARTICULATES HIS VIEWS WITH VIGOR AND SELF ASSURANCE. HIS HEALTH IS EXCELLENT. HIS INTERESTS ARE WIDE RANGING AND HIS VIEWS PROFOUND. IN TWO YEARS IN E/CM SECTION HIS GROWTH HAS BEEN CONSTANT AND QUICK AND HE IS CAPABLE OF BECOMING EQUAL TO BEST OF FSLs OBSERVED BY COMMERCIAL COUNSELOR IN EIGHTEEN YEARS OF SERVICE.

4. SPECIFIC INDUSTRIES, COMMODITY AREAS AND E/CM FUNCTIONAL AREAS OF HIGHEST INTEREST TO POST INTO WHICH BOES SHOULD BE PROGRAMMED U.S. ARE: TIMBER AND WOODWORKING, FISHERIES, EARTHMOVING AND HEAVY CONSTRUCTION EQUIPMENT, PETROLEUM INDUSTRY MACHINERY AND EQUIPMENT, MATERIALS AND CARGO HANDLING EQUIPMENT, U.S. CUSTOMS PROCEDURES AND FOREIGN TRADE FINANCING. WHEN NOTIFICATION OF BOES' SELECTION IS MADE KNOWN TO EMBASSY HE WILL INFORM LOCAL AGENTS OF U.S. FIRMS KNOWN TO HIM IN ABOVE COMMODITY AREAS AND ADVISE THEM TO CONTACT FSI REGARDING HIS PROGRAMMING IN U.S.

5. BOES AND POST WILL BENEFIT PROFOUNDLY FROM HIS UNCLASSIFIED

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SELECTION IN THIS TRAINING PROGRAM. POST HAS BEEN CONDUCTING TRAINING PROGRAM TO UPGRADE ALL FSLs AND BOES HAS RESPONDED TO THIS OPPORTUNITY IN OUTSTANDING FASHION. HIS LONG TERM INTEREST IS IN REMAINING IN EMBASSY E/CM SECTION AND WE BELIEVE AN INVESTMENT OF THIS NATURE WILL ASSURE U.S. GOVERNMENT HAVING ACCESS TO BOES' SERVICES FOR AT LEAST TWELVE YEARS.

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